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COVER: One of the first Ford Transit Connect commercial vans to hit the U.S. market arrived at the Port of Baltimore on board a Wallenius Wilhelmsen vessel in early June. Photography by Bill McAllen.

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Seeking A Winning Partnership At Seagirt

The MPA is actively pursuing the possible use of a public-private partnership (P3) to operate the Port of Baltimore's 200-acre Seagirt Marine Terminal. Under a P3, the MPA would lease Seagirt, which opened in 1990, exclusively to a private entity for a minimum of 30 years. The lessee would invest in a new 50-foot berth, cranes and other infrastructure at Seagirt, and pay an annual rent, providing an ongoing revenue stream to the MPA. The State would continue to own the land at Seagirt.

The ultimate goal of this endeavor is to identify a private partner who will contribute significant capital investment and enable the Port to build a 50-foot berth by 2014, when the completed expansion of the Panama Canal is expected to bring more cargo and larger vessels from Asia to U.S. East Coast ports.

We recently announced that two bidders currently are being considered for this unique opportunity: Ports America Group/Highstar Capital and Ceres Terminals, Inc./Alinda Capital Partners LLC. Ceres and Ports America are both outstanding candidates, well-renowned in the maritime industry. They are also well-established at the Port of Baltimore.

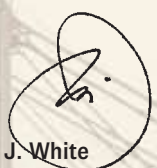
Ports America is the largest terminal operator in North America, handling nearly 13 million TEU containers annually at 15 container terminals. It has operated the Seagirt Marine Terminal since its opening in 1990. Ports America is owned by Highstar Capital Fund L.P., which is a \$3.5 billion private equity fund.

Ceres Terminals, along with parent shipping company NYK Shipping Line, operates 32 terminals

around the world. Ceres handles more than three million TEU containers annually at 23 ports in the United States and Canada. It has experience in stevedoring services at Seagirt and has had a presence in Baltimore for more than 30 years. Alinda Capital Partners is the largest infrastructure fund in the nation, with \$5.8 billion in capital commitments and possessing about \$15 billion in purchasing power.

The next step in the P3 process will be issuing a Request for Offers to both parties. If we are able to come to a favorable agreement with either bidder, we expect to make a final recommendation to the Maryland Port Commission and Maryland Board of Public Works by the end of this year. However, we do reserve the right to terminate the process if we determine that an agreement is not in the best interest of the State of Maryland.

This is an excellent opportunity to welcome a private partner who can help sustain and grow the economic vitality of the Port of Baltimore for many years to come. The Port has long been a key economic engine for the State of Maryland. A P3 venture that brings a 50-foot berth and other capital improvements will further advance our Port's economic standing for many years to come.



James J. White
Executive Director

SOUNDINGS

The happenings in and around the Port

VOLUNTEERISM

Boy Scout's Playground Project Delivering Joy to Russian Orphans

It's not exactly a traditional "Sweet 16" party, but children at Hospital No. 20 in the Siberian town of Krasnoyarsk will happily join Alex Griffith for his birthday celebration this summer.

Teams of volunteers — including businesses with ties to the Port of Baltimore — have helped Alex realize his dream of providing playground equipment for the Russian orphanage where he stayed before being adopted by a Maryland family. He has planned the "dedication" of the playground for August 12 — the day he turns 16.

Working toward the goal of earning his Eagle Scout badge as a member of Boy Scouts of America Troop 809, Alex logged hundreds of hours sending e-mails, raising funds, coordinating volunteers and assembling the equipment (which then had to be disassembled for transportation).

"Several times I wanted to quit, but I didn't," Alex said. "I just visualized watching the children jump on it!"

In late April, a container holding the playground equipment was loaded by Rukert Terminals Corporation onto the *Valga*, an Atlantic Ro-Ro Carriers vessel. Two weeks later, the shipment arrived in St. Petersburg and then traveled by rail to Krasnoyarsk.

Dartrans, Inc. CEO David Rice offered his company's support as a freight forwarder and customs broker, managing all domestic and international shipping logistics and arranging transportation and shipment at no cost. "Packing and shipping cargo like a fully disassembled playground is a complicated job, both in terms of the logistics as well as the paperwork," Rice said. "Dartrans was



Alex Griffith, second from left, talks to the media in April while at Rukert Terminals Corporation.

happy to be able to take those worries from Alex and his team."

Dwight Griffith, Alex's father, said Rice's help was just what the project needed. "Alex could have planned this all he wants, but we needed somebody to move (the equipment)," Griffith said. "David spent almost five months helping us — God knows how many hours. ... He even personally came out to Jarrettsville in Harford County the day we loaded the container to help us pack it properly, and even physically helped with the loading. He went far and above the call of duty."

Hale Transportation provided trucking and drayage, Western Fumigation serviced the container and Terminal Shipping Co. acted as the shipping agent. Alex also thanked the Bel Air Rotary Club for its support.

Alex will be joined on his trip to Krasnoyarsk by his father, two fellow Scouts and Scoutmaster Dave Kraft. 🌐

WEB

Thinkport Site Promotes Maritime Careers

A joint production of Maryland Public Television and the Maryland State Department of Education is reaping substantial benefits for the Port of Baltimore and members of the Port community. A new web site, <http://port.thinkport.org>, was launched in April to help increase general public awareness about the Port and create interest in maritime-related careers

among school students.

Through the use of a Port-centric curriculum, students also learn about history, geography, economics and environmental science.

The Thinkport project was conceived and funded by the Port of Baltimore Tricentennial Committee, created in 2006 to oversee a yearlong celebration honoring the 300th anniversary of the Port of Baltimore's 1706 founding. 🌐



CARGO

New Breakbulk Services Arrive

A pair of breakbulk ocean services have begun new operations at the Port of Baltimore. BBC Chartering specializes in project and heavy-lift cargoes and has its U.S. headquarters in Bellaire, Texas. Chipolbrok, which has been actively shipping between Northern European and Far East ports for more than a half century, established a service to and from the United States in 2004. 🌐

COAST GUARD

Changing of the Guard at Sector Baltimore

After three years at the helm, Capt. Brian Kelley relinquished command of U.S. Coast Guard Sector Baltimore in May to become deputy commander at the Coast Guard Personnel Service Center in Arlington, Va. His replacement is Capt. Mark O'Malley.

During his command, Capt. Kelley had the task of securing waterways underneath the train trestles when President Barack Obama traveled by rail for his inauguration. He also oversaw the removal of the *Sea Witch*, a significant environmental threat. "We took a half-million gallons of oil and oily water off this wreck sitting on the bottom of Fairfield," he said.

Throughout his tenure, Capt. Kelley successfully balanced safety and security with the needs of commercial enterprises. "I get it that the Port is an economic engine," he explained, "and we've got to keep it moving."



Capt. Brian Kelley

Capt. O'Malley understands that as well. He served as deputy commander here from 1998 to 2001, so he's familiar with the territory.

"The biggest challenge is the competing demands for usage of the Chesapeake Bay," he said. "The Port entrance is a limited area, and you have to balance environmental needs with tourism, security and the beauty of the area. Even within the Port, there's a mix of commerce — you've got containers, roll-on/roll-off cargo, and liquid and natural gas fuel terminals. There's a uniqueness, but all of the parties need to pull together."

Of his successor, Capt. Kelley said, "He's certainly very well respected in our organization. He's got the right balance coming in, and he's got the right demeanor."

Capt. O'Malley added that Baltimore stood out as his "favorite assignment" when he was here a decade ago — and he's not the only one excited to be returning. "My family loved it here," he said. "When they found out we were coming back, they were thrilled!" 🌐



Capt. Mark O'Malley

CARGO

Port Puts Power Behind Shipment of Generators

The Port of Baltimore muscled up to move a shipment of Heat Recovery Steam Generator (HRSG) units for Vogt Power International, Inc. The units arrived from Thailand in late April on a uShip vessel, bound for Conectiv Energy's Delta, Pa., power plant. At Dundalk Marine Terminal, the 27 units were lifted from the ship using a barge crane and loaded onto Specialized Rail Transport heavy-duty rail cars. Steve Awbrey, Logistics Manager for Vogt Power, said the entire move went very well.

HRSG units recover heat from a hot gas stream to create energy for turning a gas turbine. 🌐



BILL MCALLEN

COAST GUARD

Security Efforts Lauded at Ceremony

When a pair of Maryland Port Administration (MPA) officials were asked to attend a U.S. Coast Guard Sector Baltimore ceremony in late May, they thought they would be there just to observe the formal Change of Command as Capt. Mark O'Malley took over for Capt. Brian Kelley. Little did they know that they would be honored for their part in heightening security around the Port of Baltimore.

MPA Director of Security Bud Frank and co-worker Melvin Jackson, together with Maryland Transportation Authority Police Capt. Richard Ricko and Lt. Marvin Jackson, were recognized for their work implementing security measures such as the Transportation Worker Identification Credential (TWIC) program. Capt. O'Malley stated that Sector Baltimore personnel and their Port partners set the national standard for TWIC performance.

The entire Sector Baltimore team received a Coast Guard Unit Commendation, the highest peacetime unit award given to Coast Guard military commands. From June 2007 through May 2009, Sector Baltimore regulated crucial security proceedings during the 2009 Presidential Inauguration and Pope Benedict XVI's 2008 visit to the area. Sector Baltimore also established improvements in boat maintenance and operations and participated in the extensive cleanup of a hazardous spill. 🌐

EVENTS

National Maritime Day Hosted On Board Nuclear Ship

The N.S. *Savannah*, the world's first nuclear-powered merchant ship and now a National Historic Landmark, served as the staging area for a National Maritime Day celebration May 22 at the Port of Baltimore.

The event was presented by the U.S. Merchant Marine Academy Alumni Foundation KP Chesapeake Chapter and the Association of Maryland Pilots, in cooperation with the U.S. Maritime Administration and *Savannah* Technical Staff. Balterm Corporation, LLP served as the event sponsor.

Gary Hicks, President of the Academy's Chesapeake Chapter, noted that the event was "a success par excellence!"

The keynote speaker, former U.S. Rep. Helen Delich Bentley, was introduced by Balterm President Trip Bailey, who commented that Bentley is "the strongest supporter of the Port of Baltimore ... as well as the merchant marine and the maritime industry." Bentley offered a history lesson that included the S.S. *Savannah*, which became the first steamship to cross the Atlantic Ocean 190 years ago. She also commented on the N.S. *Savannah's* brief run of active duty (1965-1970) and spoke of the courage of merchant mariners facing the threat of piracy off the Horn of Africa. 🌐



PHOTOGRAPHY BY BLAISE WILLIG



Baltimore Industrial Group Chairman
John Redding



Mayor Sheila Dixon

PHOTOGRAPHY BY BILL MCALLEN

LEGISLATION

Dignitaries Applaud MIZOD Signing

Passage of legislation that protects maritime interests in Baltimore was celebrated with a bill-signing ceremony at the Baltimore Museum of Industry in May. The Maritime Industrial Zoning Overlay District (MIZOD) legislation protects thousands of acres of deepwater industrial property from development through 2024. 🌐

NEWSMAKERS

Porcari Moves to Federal Post

Maryland Transportation Secretary John D. Porcari has moved to the new position of Deputy Secretary of Transportation in the administration of President Barack Obama.

Porcari had been appointed by Gov. Martin O'Malley in 2007 to serve as Maryland's transportation secretary. His nomination to be Deputy Secretary of the U.S. Department of Transportation was confirmed by the U.S. Senate on May 21 and he was sworn in on June 1.

"President Obama has made a wise choice," said the Governor. "John Porcari is one of the finest, most talented public servants I have ever had the pleasure of working with. He will do a great job for our country and I look forward to working with John in his new federal capacity."

Deputy Transportation Secretary Beverley Swaim-Staley was appointed Acting Transportation Secretary of the Maryland Department of Transportation. She has more than 20 years of service to the state, and was appointed by Gov. O'Malley as Deputy Transportation Secretary in 2007. She served a prior tour of duty as Deputy Transportation Secretary from 1999 through 2003, during which time she also served in interim capacities directing BWI Thurgood Marshall Airport and the Maryland Transit Administration. 🌐

ENVIRONMENT

Federal Clean Air Grant Supports Equipment Upgrades

Standing next to backhoes at the Cox Creek Dredged Material Containment Facility, officials announced in May that the Maryland Department of the Environment has received \$1.7 million in federal stimulus funds to upgrade construction equipment at the Port of Baltimore and environmental facilities across the state.

Thanks to a 2008 clean diesel grant from the Environmental Protection Agency (EPA) National Clean Diesel Campaign, the backhoes at Cox Creek had been retrofitted with clean diesel technology that cuts emissions by more than 90 percent. And more green machines are on the way thanks to the stimulus funding, which represents the largest clean air grant ever made in Maryland. 🌍



Federal funding received by the state will result in more "green machines" like the ones at Cox Creek.

PHOTOGRAPHY BY BILL MCALLEN



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NEWSMAKERS

MPA Executive Director Addresses National Body

MPA Executive Director James J. White was a featured speaker during the recent North Atlantic Ports Association Annual Meeting at the Sheraton Inner Harbor Hotel in Baltimore. Preceding White as a featured speaker that day was Christopher Lee, founder and managing partner of Highstar Capital. The Association includes seaports from Virginia to Nova Scotia, as well as governmental agencies and private sector businesses connected to maritime commerce in the North Atlantic area. The group is involved in many aspects of maritime business, including intermodal transportation, safety and security, planning, dredging and legislative activities. White sits on the Association's Board of Directors. 🌐

NEWSMAKERS

Advisory Position for MPA's Azzarello

Sam Azzarello Jr., General Manager for Logistics at the Maryland Port Administration, has joined the TowsonGlobal Advisory Board.

TowsonGlobal, the Business Globalization Center, is Towson University's international incubator for start-up companies.

"At the MPA I have seen how having access to key information and networks is crucial to helping companies navigate challenging global conditions," said Azzarello. "TowsonGlobal provides that access to domestic and foreign companies to create success right here in our region."

Azzarello is a past chairman of the traffic board for the North Atlantic Ports Association and is active in the Propeller Club and Traffic Club of Baltimore.

TowsonGlobal's director, Clay Hickson, noted the Port of Baltimore's "long and deep roots in the Maryland and global economies," adding that Azzarello's "willingness to support our business incubation initiatives adds tremendously to our ability to help local entrepreneurs and to attract foreign investment to the region." 🌐



NEWSMAKERS

Tall Ship's Captain Greeted with Gift

Ricardo Schiappacasse of the Maryland Port Administration presented Pablo Lubascher, Captain of Chile's tall ship *Esmeralda*, with a gift from the Governor's Office and Port of Baltimore during Sail Baltimore's Official Welcoming Ceremony in June.

The *Esmeralda*, a Chilean Navy training vessel, is among the largest sailing vessels in the world, measuring 371 feet long and 159 feet tall.

Sail Baltimore hosts an annual program of visiting ships, ranging from historic tall ships to high-tech naval warships. 🌐

NEWSMAKERS

Securitas Project Manager Gets Maritime Training

A member of the security company under contract with the Maryland Port Administration (MPA) was recently chosen to participate in a prestigious maritime training effort overseas. Nick Mize of Securitas Security Services USA, Inc. was asked to attend the first Maritime Operational and Sales Training Seminar, held in Europe. Mize, the project manager for the MPA contract, was one of a handful of participants from across the globe to receive formal training in the Securitas maritime service delivery model. 🌐

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Ford Makes The Connection



New Cargo Van Capitalizes On Quality

According to Ford Motor Company's Denny Carpenter, the Michigan-based auto manufacturer emphasizes three things when it comes to logistical operations: "quality, quality and quality." In that regard, the Port of Baltimore was a perfect partner to help with the recent introduction of one of Ford's popular European vehicles into the U.S. market. >>>



BY BLAISE WILLIG
Photography By Bill McAllen

*From left, Ford's Denny Carpenter,
MPA Executive Director James J.
White and Ford's Tom Elliott stand
amid a sea of red, white and blue
Ford Transit Connect vans at the WWL
vehicle processing center.*

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Carpenter, Ford's Vehicle Logistics Manager, spent part of an overcast June morning looking at some of the first Ford Transit Connect vans to arrive from a manufacturing facility in Turkey. The vans sat in rows around the Wallenius Wilhelmsen Logistics (WWL) vehicle processing center at Dundalk Marine Terminal.

"(Baltimore) is the perfect location for the domestic distribution of Ford products," said Carpenter, who lauded the support of the Maryland Port Administration (MPA) as well as "first-class service providers" such as WWL and AMPORTS. "The Port of Baltimore team, they really make it happen with their quality service. This is a terrific group of people that is always ready to work with us."

Acknowledging the Port's "excellent, long-term relationship" with Ford, MPA Executive Director James J. White added, "We enjoy doing business together and respect each other. Ford is a very well-managed company, and even in a down economy, they've proven that if you have innovative technology and a good team at work, you can look forward to positive things happening."

The arrival of the Transit Connect came fast on the heels of another European vehicle. In March, Ford brought 100 examples of its new "global small car," the Fiesta, into the Port for a nationwide promotional opportunity. But a formal North American launch of the Fiesta isn't planned until next year. Thus, the Transit Connect is considered Ford's first European vehicle to hit this market.

Ford's Denny Carpenter, left, and Tom Elliott check out the Transit Connect's roomy cargo space.



The Transit Connect features a versatile, 143-cubic-foot cargo area and can handle loads more than six feet long and nearly five feet wide. Positioned as a more maneuverable and efficient alternative to full-size, commercial vans, the Transit Connect is estimated to get between 22 and 25 miles per gallon.

"From a practical and business perspective, this vehicle just makes sense," said Tom Elliott, Ford's Director of Operations. Elliott also explained that the Transit Connect's arrival in America fits with Ford's desire to "become more of a global company. The Transit Connect provides us with a sales opportunity and a proven product."

Ford anticipates importing 35,000 Transit Connects annually, with 85 percent entering through Baltimore and the rest arriving in California. More than 14,000 dealer orders have already been placed throughout the United States and Canada.

As Ford continues to bring "new and exciting" products through Baltimore, MPA Deputy Director of Marketing Tom Howe looks forward to providing more quality customer support. "We have a quality handling program called Q-CHAT (Quality Cargo Handling Action Team) which is something that's unique to Baltimore," Howe explained. "We devote a tremendous amount of care and attention to the vehicles that come through this Port, starting with the men and women of the ILA who provide quality handling right off the ship."

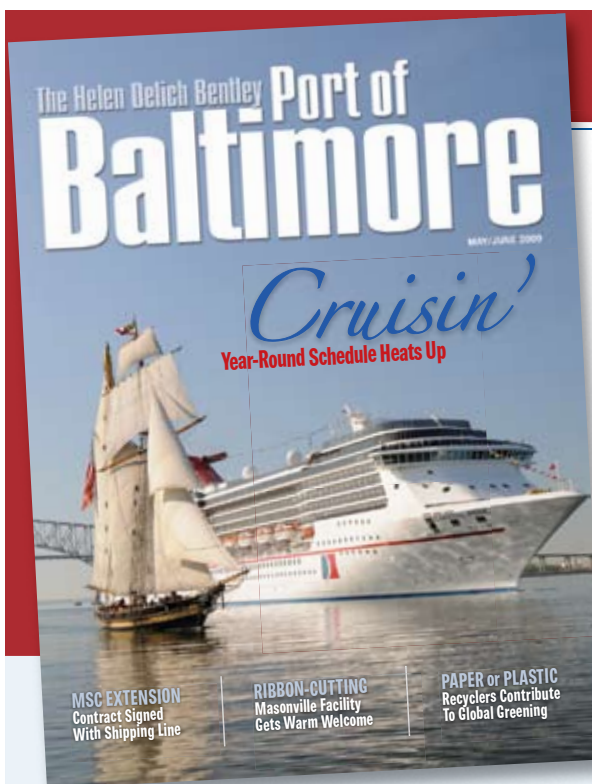
"It's the quality that makes the difference," Howe added. 🌐



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Port Sees GREENING GOALS

All Eyes Are On ISO Certification

BY TYISHA MANIGO | Photography By Kathy Bergren Smith



Continually committed to improving its environmental performance, the Maryland Port Administration (MPA) is ensuring that operations are compliant with all environmental laws and regulations.

The MPA began three years ago to develop and implement an Environmental Management System (EMS), which top MPA executives concluded should be registered and recognized around the world. Many MPA customers, they noted, are international companies coming through the Port of Baltimore, so it makes sense that certification should have a global impact.

The International Organization for Standardization (ISO) 14001:2004 was the obvious choice.

ISO is a worldwide federation of national standards bodies. The work of writing and developing the standards is carried out through ISO technical committees with the support of other groups such as international governmental and non-governmental organizations.

The MPA's objective is to be ISO-certified

by mid-2010, at which time the MPA would become one of the few port operations on the East Coast to have earned such a distinction, said MPA Environmental Manager Bill Richardson. He added that the selection of the ISO 14001 standard as the basis for its EMS was thought to be the best means to determine and control environmental impacts, since an EMS is a systematic, ongoing approach to managing an organization's environmental risks.

Developing and implementing an EMS is just the first step in the ISO certification process. An organization must then conduct year-long internal audits of the system. Only after their completion is an organization ready to seek certification/registration through an independent, third party.

"It's a lengthy process, but it's a standard that is recognized globally," Richardson said. "It's the same language no matter where you are. If you have the ISO 14001 certification, most other organizations understand what sort of management system you have and the components of it."

Using the tools of the EMS, the MPA is meeting its goal of compliance with laws and regulations and continual improvement.

SOME SUCCESSES INCLUDE:

- ☞ reducing air emissions through the installation of diesel oxidation catalysts on its cranes and equipment;
- ☞ improving water quality by developing stormwater management plans and best management practices;
- ☞ increasing the amount and types of materials that are recycled;
- ☞ and reducing impacts to soil and groundwater through removal of underground storage tanks.



"The EMS journey has been an exciting, thought-provoking process," said Barbara McMahon, Manager, Safety, Environment and Risk Management for the MPA. "The best part of the EMS is that it involves all of the MPA employees and Port partners. Everyone has become more aware of the Port's impact on the environment and what we can do to fix the situation."

McMahon credits MPA Executive Director James J. White and Deputy Executive Director Kathy Broadwater for being the EMS's environmental champions. Both executives demonstrated their support by providing the necessary resources to get the job done, according to McMahon.

Richardson added that the MPA's commitment to environmental health and safety not only benefits the Port, but also the community it serves.

"As a Port, our mission is to move cargo," he said, "but being that the Port is on the front line of the Chesapeake Bay, we are proactive in our efforts to prevent pollution from entering the bay, thus working to ensure that the bay remains a viable resource for everyone." 🌐



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Rodeo Lassos Longshoremen

**Port Rounds Up
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BY BLAISE WILLIG

Photography By
Kathy Bergren Smith

Leonard Hodge doesn't get to see too many Krone Big X 1000 combines — with their twin, 510-horsepower engines — rolling through the Baltimore neighborhood where he lives. Still, Hodge's job requires that he be safe and efficient in his handling of these and other huge machines at the Port of Baltimore.

That's why Hodge appreciates the opportunity to participate in driver training exercises as part of the annual RO/RO Rodeo.

"Farming equipment is something I don't have knowledge of, because I come from the city," acknowledged Hodge, a seven-year member of the International Longshoremen's Association (ILA) Local 333. "This kind of event helps to make me familiar with the new equipment so that I can handle it properly and strictly stay to the safety measures. Damaging this equipment could be very costly — this lets me get in touch with equipment I never thought I'd drive."

During the 13th annual Rodeo, which took place during two sunny days in May at the Dundalk Marine Terminal, more than 200 ILA members operated the latest heavy

Of about
360 U.S. ports,
BALTIMORE is ranked
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equipment and interacted directly with representatives from manufacturers such as AGCO, Case New Holland, John Deere, JLG Industries and Krone North America.

"These are sophisticated pieces of machinery, so we like to train the men and women who will be moving them in and out of ships," said Dominic Scurti, Maryland Port Administration (MPA) Roll-on/Roll-off Trade Development Representative. "Everything we do here improves safety and quality, ... and it's a factor in why we are the port of choice for many manufacturers."

Participants also received training in how to properly lash down an automobile on a simulated ship surface. Auto manufacturers

on hand included Mercedes-Benz, Ford, Subaru and Porsche.

Sponsors of the event were the MPA, Steamship Trade Association and ILA.

"The Rodeo is a big benefit to everyone," said Linda Kowal, an ILA member for six years and a driver for Ports America for the last three. "With some of the new equipment, the controls have changed. It's good to know the basics and find out where everything is."

Of about 360 U.S. ports, Baltimore is ranked No. 1 for handling RO/RO cargo. In 2008, RO/RO tonnage at the Port's public terminals rose 16 percent, from about 833,000 tons to 968,000 tons.

"The RO/RO Rodeo is one of the main

cornerstones of the Port of Baltimore's reputation for excellent cargo handling and superior service," said MPA Executive Director James J. White. "The Port of Baltimore is the leader in quality care for customer RO/RO cargo throughout the international maritime industry. This event is one of many reasons for our success."

ILA Local 333 member Shannon Wozniak is primarily a deckperson, but thanks in part to her Rodeo training, "If somebody gets stuck in a tight spot, I can hop up in there and help get the equipment safely parked."

Attending his third Rodeo, driver Raymond Dixon Jr. added, "It's all about safety and learning the new equipment." 🌐



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Up For GRABS

Innovative Solutions are Being Found for Dredged Material

STORY & PHOTOGRAPHY BY KATHY BERGREN SMITH

If you can think of something to do with dredged material, the Maryland Port Administration (MPA) has plenty to go around. Somewhere in the vicinity of 1.5 million cubic yards of the stuff must be removed each year from Baltimore's harbor to keep the channels navigable for ships calling on the Port. Plus, an additional two million cubic yards are dredged to keep the 50-foot channels above the Chesapeake Bay Bridge open.

With so much material available, the MPA has issued a challenge to private industry: "Think of an economically and environmentally viable use for the dredged material, and we will help you get started and provide you with a virtually endless supply."

This is the gist of an MPA project whose initial goal is to develop an annual reuse plan for at least 500,000 cubic yards of the material dredged from inside the harbor itself.

"We have an open-ended Request for Proposals aimed at funding demonstration projects for the innovative reuse of dredged material," explained Frank Hamons, the MPA's Director for Harbor Development.

According to Hamons, the RFP grew out of a Dredged Material Management Plan developed by the MPA in conjunction with partners such as the U.S. Army Corps of Engineers, environmental groups, citizen advocates and other stakeholders from the public and private sector that have formed a group called the Harbor Team. It is this team that recommended the initial 500,000-cubic-yard goal.

"We need to think long-term when it comes to maintaining the Port's in-water infrastructure," said Hamons. "A dredged material placement project can take 14 years from conception to start of operations."

The Port of Baltimore is known worldwide as a pioneer in creative solutions for dredged material maintenance. The Poplar Island Restoration Project is a model for the beneficial use of dredged material, and the newly opened Masonville Environmental Center brings waterfront access to a Baltimore community as part of a dredged material containment project.

The Innovative Reuse Project is perhaps the most visionary of the Harbor Team's ideas. The hope is that a private enterprise will be able to utilize the dredged material in a commercial venture: either as a component of some product or by altering the material, which is essentially mud, into a useful product.

One of the companies awarded a contract to create a demonstration project for the innovative reuse of the dredged material is HarborRock, based in Glen Mills, Pa. Jeff Otto, the company's founder, believes that he has developed a low-cost method of making a building material out of the mud. By kiln-drying the dredged material, HarborRock produces a lightweight aggregate (LWA) that makes a light, strong cement block. It is also used in structural grade concrete, hot-mix asphalt and geotechnical fill.



Dredged material is dried at high temperatures inside HarborRock's Easton, Pa., testing facility.

Otto hopes to build a manufacturing plant for the HarborRock LWA near the Port, his source for raw dredged material, and near the urban centers of Baltimore and Washington, D.C., where building materials are in demand.

"This project makes sense on every level," said Otto. "It will provide badly needed manufacturing jobs and sustainable economic development to the community while giving the Port a disposal option. Environmentally, the 2,200-degree kiln renders the dredged material inert, destroying any contaminants in the resulting product."

In the current demonstration project, HarborRock is taking eight cubic yards of dredged material from Baltimore's harbor to its testing facility in Easton, Pa., where the sample can be carefully monitored and tested at every step of the production process.

The MPA's standards for innovative reuse are rigorous, with careful monitoring of the emissions generated in the production of the product, the cost of the production and the efficiency of the production.

Schnabel Engineering, LLC, a nationwide firm, is also demonstrating an innovative solution. Dr. Dennis Grubb, PE, a Senior Associate and corporate lead on *Sustainable Geotechnics* at Schnabel, says the company's

innovative reuse concept blends two "residual" materials to create construction fill with commercial, industrial, highway and brown-field applications.

Schnabel is blending dredged materials with crushed steel slag fines (>3/8 inches), which are physically similar to a fine

"In this way," said Grubb, "we take two unwanted materials, blend them and safely create a third material with very interesting properties, oftentimes superior to conventional soils themselves in several areas of performance. This is the nature of beneficial use."

This ongoing MPA project is just one of

"This project makes sense on every level. It will provide badly needed manufacturing jobs and sustainable economic development to the community while giving the Port a disposal option."

— Jeff Otto



construction aggregate. The slag fines are generated at nearby Sparrow's Point and can be used to enhance the geotechnical characteristics (increase strength, reduce settlement) of the soft, compressible dredged material. Simultaneously, the residual lime content of the slag fines is helpful in immobilizing heavy metals in the dredged material, making it safe to use, while also providing a cementing effect which should continue to increase the strength of the materials over time.

several that Schnabel has completed on the research, testing and full-scale beneficial use of dredged material. Many of the projects are being published in technical literature (see American Society of Civil Engineers; www.asce.org).

As Hamons noted, "We are using these demonstration projects as a way to validate the claims of the manufacturers to ensure that the ideas will work well for Baltimore." 🌐



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DAVE EBNER Back in Baltimore with Bowman Logistics

In many ways, Dave Ebner's career has come full circle. In 1974, the Baltimore native was a familiar face at the Dundalk Marine Terminal as an account manager for Lavino Shipping and Shipside Packaging. Twenty-five years later, Ebner came back to town as the Chief Logistics Officer for Bowman Logistics.

Bowman Logistics is a division of D.M. Bowman Inc., a full-service transportation, warehousing and logistics company that is celebrating its 50th anniversary this year. Ebner, who was working in Michigan with a national warehousing services company when he took the Bowman job in 1999, oversees his division's sales, marketing, customer service, operations and

facility management. He works with a team willing to go the extra mile for a customer, even if it means waiting for a ship that's arriving late, having a driver on standby or keeping a production line open longer than expected.

"No two days are the same, and challenges — we call them 'opportunities' — present themselves that encourage one to think outside the box while taking care of the customer," Ebner said. "We are in the service business, and when one is afforded the chance to be successful in a high-profile case, and you do well, your client realizes you are a critical element of their network and success."

BY TYISHA MANIGO | Photography By Kathy Bergren Smith

Bowman Logistics is a third-party handler of clients' products — anything from food to packaging materials to lumber to auto and truck parts — to and from the Port of Baltimore. Shipments come in from Europe, India and the Far East.

Facilities strategically located at the crossroads of Interstates 70 and 81 in Maryland, combined with a long-standing

"No two days are the same, and challenges — we call them 'opportunities' — present themselves that encourage one to think outside the box while taking care of the customer."

relationship with the Port, puts the company at a great advantage, according to Ebner. "With our operations in Hagerstown, we see our location as advantageous for material flow to and from the Midwest and the Port of Baltimore," he said. "The Port makes the claim to being the closest port to the Midwest, and we've always seen ourselves as being right on that path."

This year, Bowman Logistics' Williamsport, Md., location added a food-grade facility, which handles and stores food products. The company is also working on plans for adding a 600,000-square-foot warehouse in Hagerstown.

Ebner said the longevity of D.M. Bowman, Inc., which also has a facility in Indianapolis and is considering expansion into Georgia and North Carolina, can be attributed to the spirit and vision of company founder Don Bowman, as well as "excellent employees" and a well-run operation.

"We organize our company businesses into profit centers, which help promote an entrepreneurial culture to take care of the customer, meet and exceed expectations and generate a margin due to providing a value service," Ebner explained. "Our company motto is 'We Carry Through,' meaning we do what we say we are going to do." 🌐



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Participating in a wheel ceremony on the Goliath Leader are, from left, NYK's Scott Senko, Capt. Igor Shlyapin, MPA's Cynthia Burman, Inchcape's Matt Lyneis and Ceres' Tony Buccini.

Vehicles loaded on Goliath Leader

Goliath Leader, a pure car/truck carrier sailing for NYK Line (North America) Inc., recently called for the first time on the Port of Baltimore's Mid-Atlantic and Atlantic terminals. Chrysler automobiles were among the cargo loaded onto the ship, which measures 199.98 meters long and 32.26 meters wide. *Goliath Leader* was flying the flag of the Bahamas.

Agent: Inchcape Shipping Services
Stevedore: Ceres Marine Terminals
Towing: Moran Towing of Maryland



On the Cronus Leader are, from left, Ceres' Bill Wade, U.K. Razdan of Wallem Ship Management, Chief Engineer A.V. Mohanan, Inchcape's Matt Lyneis, Capt. S.M. Shah, MPA's Larry Johnson and NYK's Scott Senko.

Cronus Leader Comes to Baltimore

Flying the flag of Panama, *Cronus Leader* recently made her first appearance at the Port of Baltimore's Mid-Atlantic Terminal, where she took on Toyota and Ford automobiles, as well as other vehicles. The NYK Line (North America) Inc. vessel measures 199.94 meters long and 32.26 meters wide.

Agent: Inchcape Shipping Services
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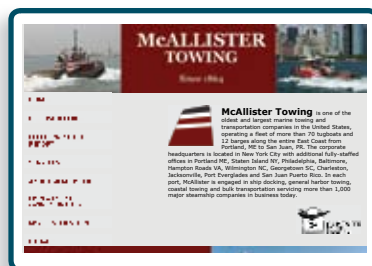


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The Port of Baltimore's agricultural roots run deep. From its earliest days as a grain port to today's dominance in the roll-on/roll-off market with the import and export of farming equipment, the Port's proximity to America's breadbasket has always been its defining characteristic.

Within the story of the Port's relationship to the farm, one fascinating chapter is the Guano Rush of the mid-19th century.

The ancient cultures of South America used bird droppings as a fertilizer for centuries. The putrefied droppings of sea birds created nitrate-rich mountains of what became known as "guano." The first shipment of guano came to Baltimore in 1832 and it did not take long for farmers in Maryland, Virginia and the South to discover the curative properties of this new fertilizer. Tobacco and cotton had long ago stripped nutrients from the soil and guano brought many fallow fields back into production. In 1849, 2,700 tons of guano came to Baltimore — in just five years, that number increased twenty-fold. Ships traveled as far as the South Pacific in search of barren islands piled with guano.

By 1880, Baltimore supplied over half the nation's fertilizer needs with its guano and guano-based fertilizer compounds. Twenty-seven profitable fertilizer factories were the beginning of Baltimore's robust chemical industry.

As technology evolved, guano was replaced by a manufactured chemical compound to make fertilizer, and the Guano Rush ended. This photo, from 1939, shows one of the last guano shipments being offloaded at Royster Guano Company in Fairfield.

BY KATHY BERGREN SMITH



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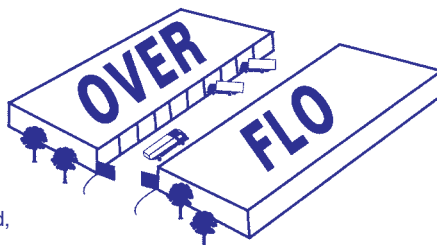
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I.C.C. Transportation Broker.



Family Owned & Operated
The Place For Space

Best location in the entire
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On Routes: I-95, I-70,
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10 locations.
alarmed/sprinklered.

OUR FACILITIES AND SERVICES INCLUDE

- Fire & burglar monitored
- Contract warehousing
- Food grade warehouses
- AIB Certified & monitored
- EDI Communication/XML
- Continuous safety & sanitation
- Pick, pack, labeling & multi-paks
- Computerized inventory control
- U.P.S. & FEDEX On Line System
- Heavy duty cranes
- 30' high ceilings on one floor
- Fenced-in paved lot 26 acres
- Palletizing, marking & assembly
- Storage of alcohol products
(licensed by State of Maryland)
- Flat-rate distribution
- 100 truck & 18 rail doors (12 inside)
- Packaging & crating
- Container stripping

• Food Grade Warehouses (AIB Certified)



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